



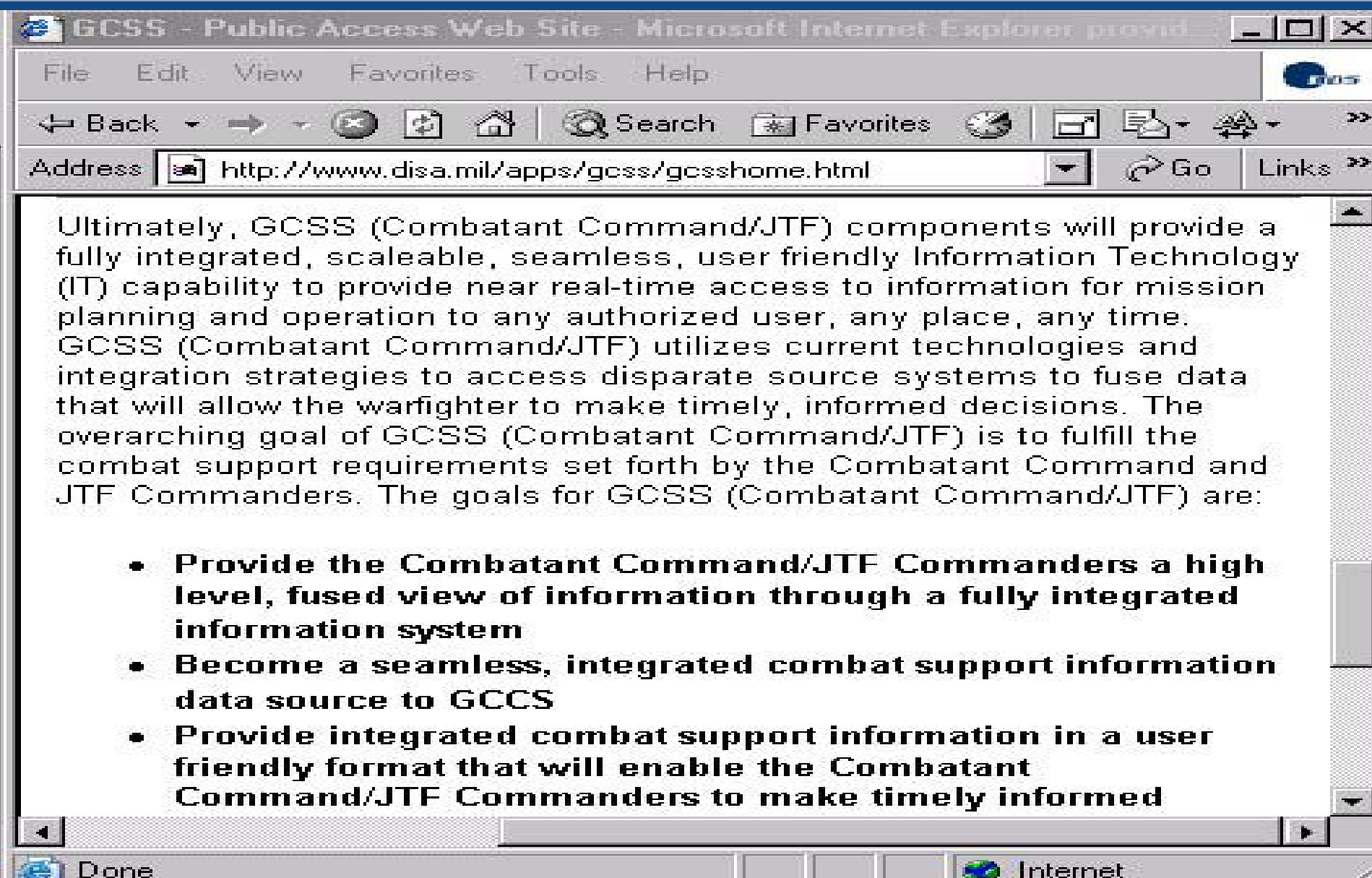
⋮⋮⋮ 2004 Enterprise IT Services Industry Forum

Insights for Enterprise Consolidation of IT Services

Ramani Vaidyanathan
Solution Architect

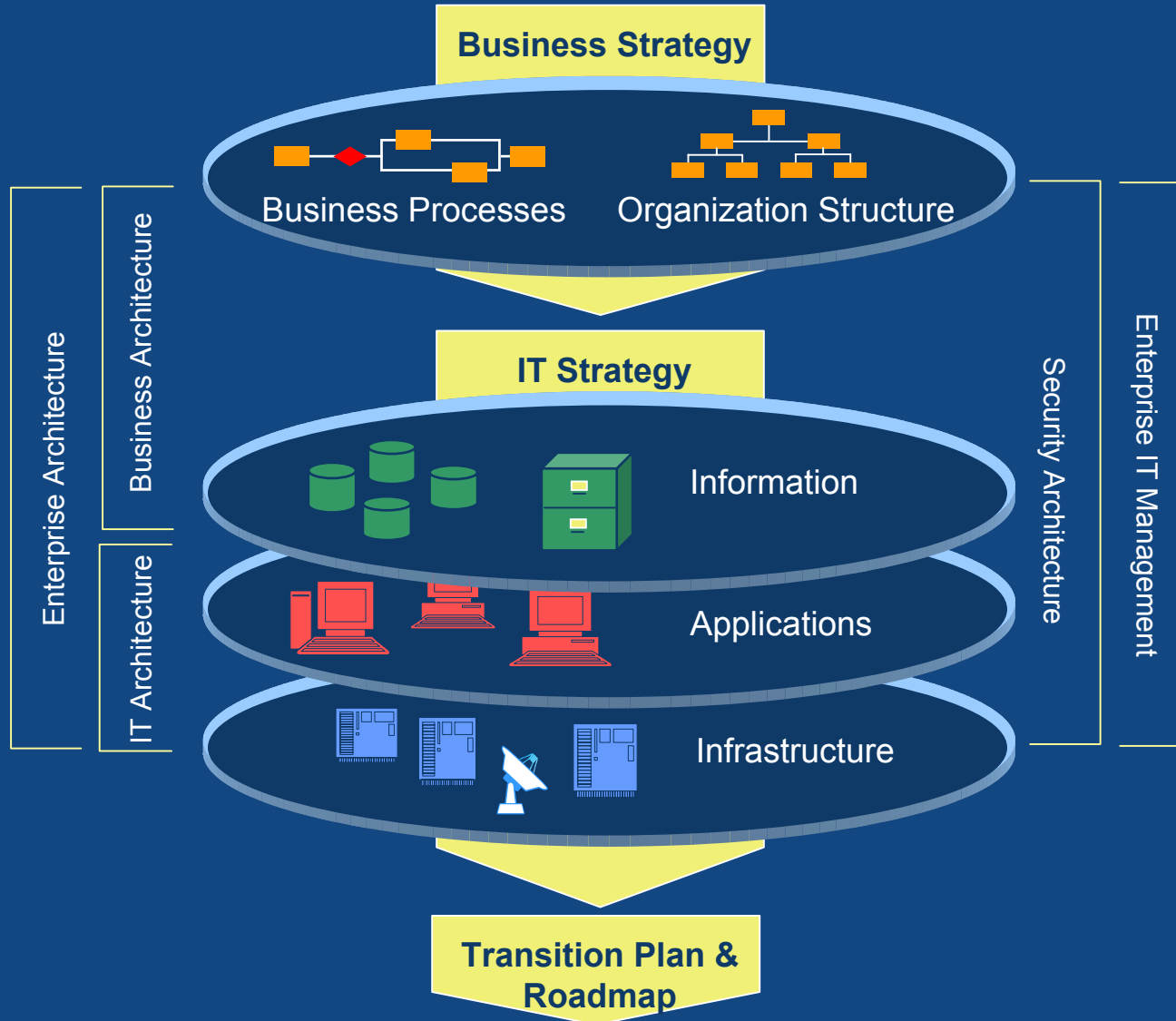
Feb 4, 2004

::: Current State and End Vision





Enterprise Architecture Approach



∴ EAI Defined

EAI is not a Technology, but Methodology

Plans, methods and tools aimed at modernizing, consolidating, and coordinating the following in an enterprise.

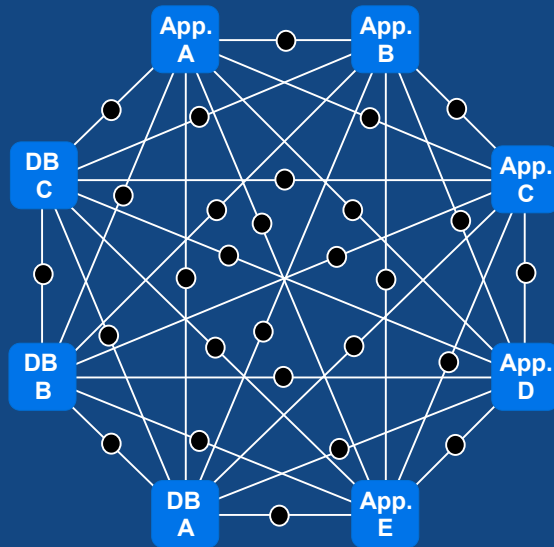
- Services
- Applications
- Processes
- Data
- Information
- Platforms
- Multi-channels
- Partners' IT environment



Integration Evolution to help Enterprise Consolidation

Global 2000 companies rely on an average of 49 enterprise applications and spend up to 33% of the IT budget just to get them to talk to one another (META)

**Traditional Point-to-Point
Custom Integration**



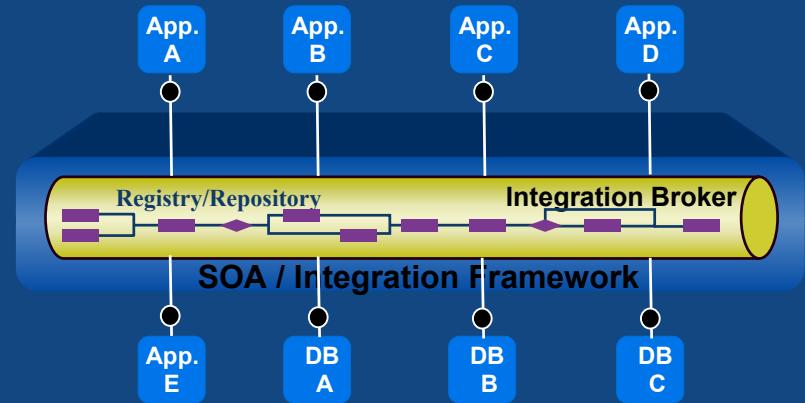
28 Interfaces

vs.

8 Interfaces

EAI: Service Oriented Integration

Business-centric model



Functions/Sub-routines

Behaviors/Methods

Components

Services

Events

Based upon META's analysis, this would yield 1176 point to point interfaces using the traditional method of integration versus 49 interfaces via an EAI approach.

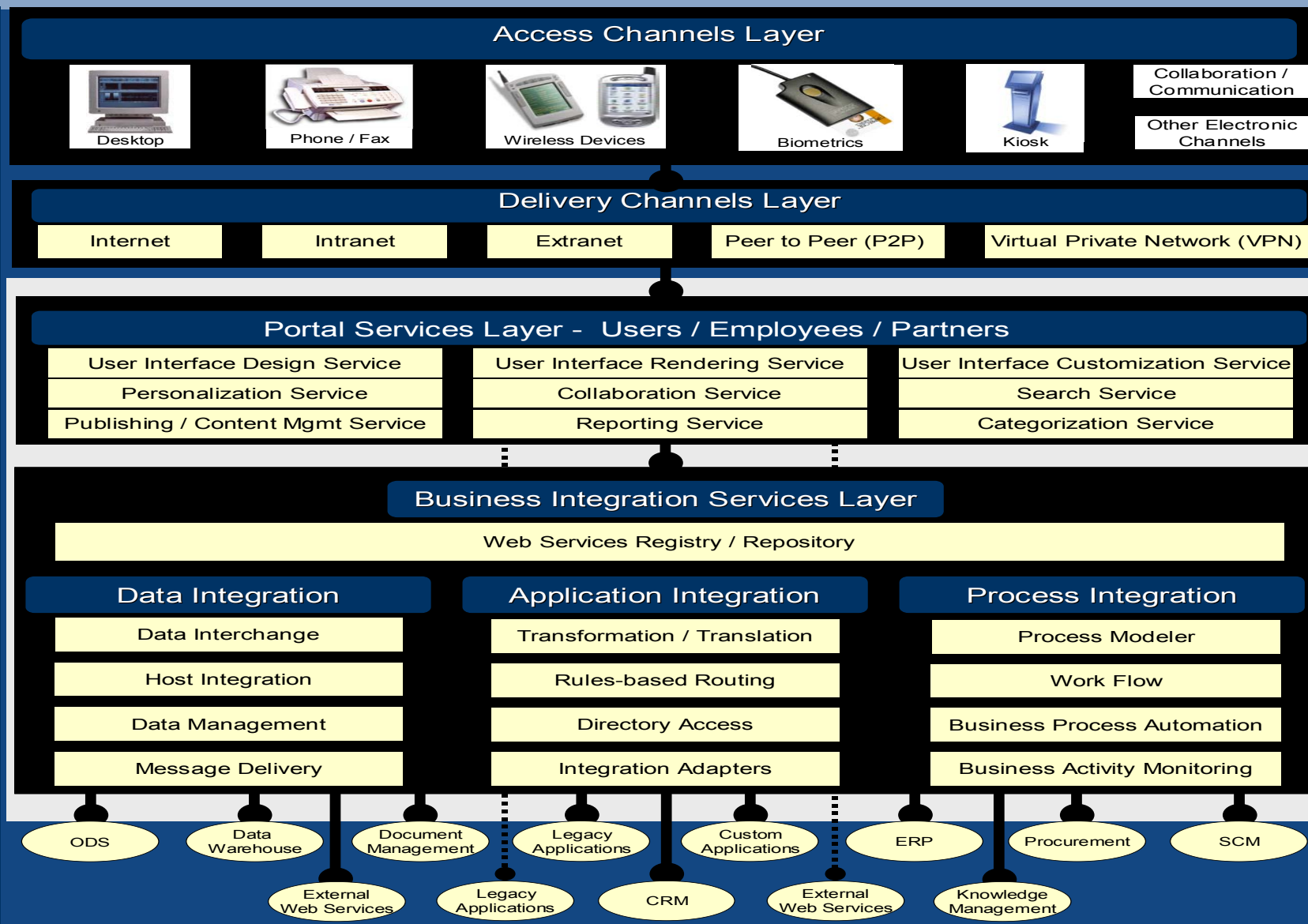
"Integration brokers will be used in approximately half of all integration work by 2006, up from approximately 6% in 2002" Roy Schulte, VP, Research Fellow, Gartner, February 2003



Digital Business Platform

Enterprise Systems Management

Enterprise Security Services





EDS Best Practices with Enterprise Integration initiatives

- Enterprise Integration Architecture
- Methodology
- Governance
- Integration Competency Center (ICC)

⋮⋮ Enterprise Integration Architecture

- At a basic level, integration architecture, support mediation service requirements

In SOA world, Integration Architecture must address the following SERVICE requirements:

- | | |
|---------------------|-------------|
| ➤ Identification | ➤ Location |
| ➤ Domain Definition | ➤ Packaging |
| ➤ Orchestration | ➤ Routing |
| ➤ Governance | ➤ Standards |

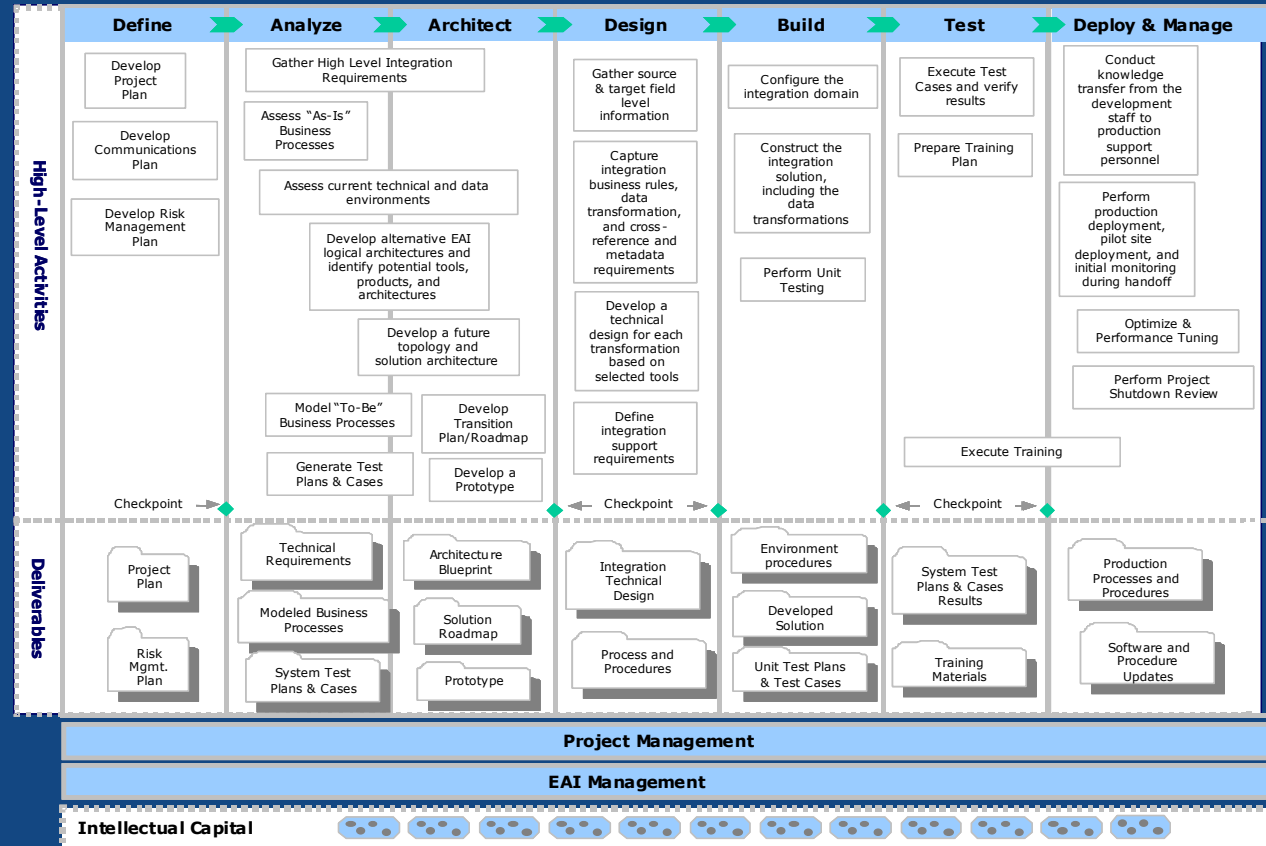
**“Seven Steps to a Service-Oriented Evolution “ – Posted at
<http://www.bijonline.com/Article.asp?ArticleID=833&DepartmentID=5>**

- Must support multiple integration strategies. The three well-known strategies according to Gartner are:

- “Rip and Replace “
- “Wrap and Re-engineer”
- “Leave and Layer”

Methodology

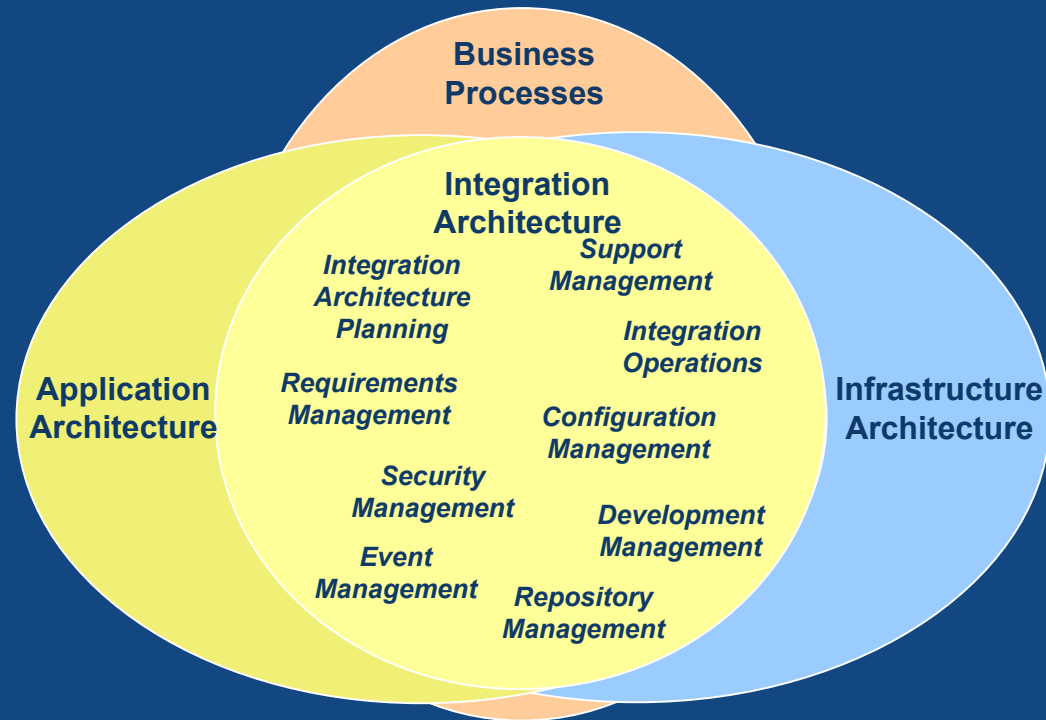
- Consistent, repeatable approach aligned with strategic organizational and business goals
- Ensures that disciplined processes and procedures are leveraged to support the delivery of an integrated architecture



Project-level approach for consistency

Governance

- A framework for planning, developing, implementing and supporting a secure integration environment.
- Defined Integration processes and procedures, aligned with business goal and objectives.



Enterprise-wide process focus for reusability and adherence

Integration Competency Centre

“An organizational platform to address the different integration issues through a common set of well-defined technologies, methodologies, and processes”

Gartner

EAI Management	Funding	Leadership Business Alignment Authority EAI Strategy Financial Mgmnt EAI Management Resource/Skills Mgmnt Evangelism Vendor Mgmnt			Management of ICC function and relationships with stakeholders (internal & external)
	Structure	Architecture Technology Assessment EAI Architecture Standards Design Patterns Repository Mgmnt Metadata Definition Data Modelling and Business Process Workflow			Establishes architecture and standards and provides Enterprise-wide value
	Processes & Procedures	Development Analysis & Design Coding Implementation Testing			Implementation of Integration projects
		Operations Administration SLA Mgmnt Deployment Optimisation Install/config Environment Mgmnt Post-implementation support			Operations and support of EAI infrastructure
	Processes that provides assurance that objectives of ICC are being met				

The people...to advise, enforce, and execute the plan

❖❖❖ Implementation Issues

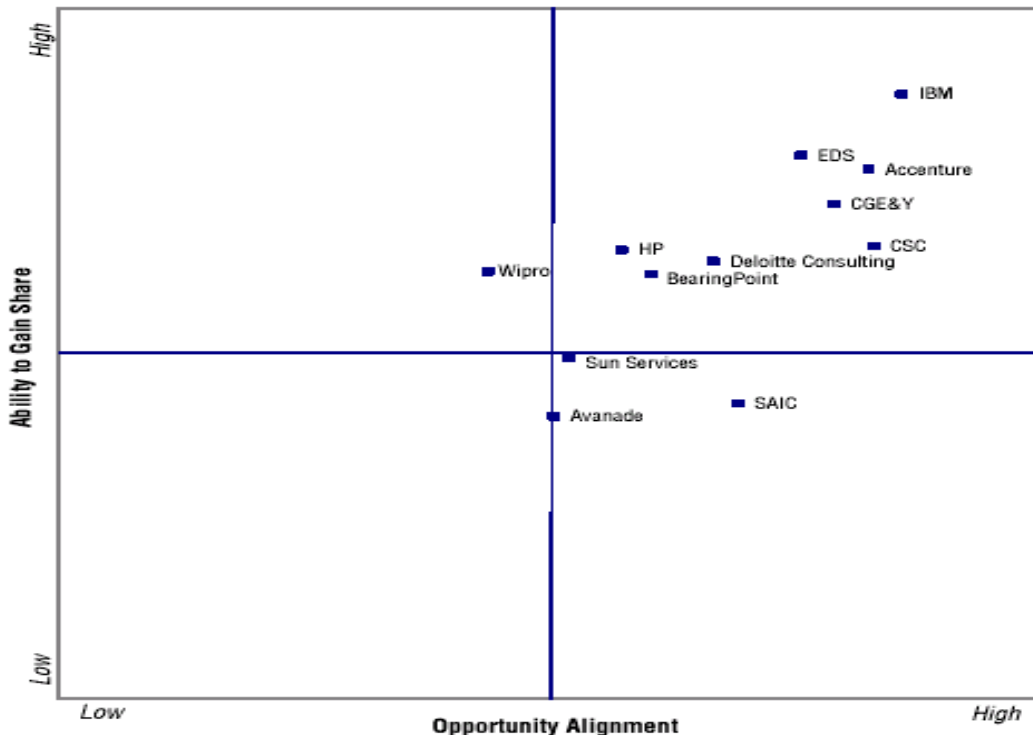
- **Time Consuming**
 - Peel back years of technology and business rules
 - Introduction of a new technical architecture
 - Enabling an agile architecture
- **Resistance to change**
 - New development paradigm
 - Plan more, code less
 - Smaller projects
- **Resources**
 - Original developers not available to unravel legacy systems
 - New technology requires new skills
 - Learning curve relative to implementing new technology
- **Transition**
 - Support existing systems while trying to implement new
 - Project management adaptation to iterative development approach
 - Need to educate common understanding of concepts, terms, architecture and design

❖❖❖ Lessons Learned

- Enterprise IT Services Integration/Consolidation requires careful analysis & planning
- Start with a short duration 'time-boxed' effort to roll out small number of services.
- Speeding up some of the elements of a process without assessing the impact on others will not provide desired efficiencies nor transformational level of business change
- Reducing latency within the technology alone will not be sufficient.
- Redundant emphasis on communication is always helpful

EDS Integration Services: EAI Market Leadership

IDC'S LEADERSHIP GRID: INTEGRATION SERVICES MARKET



Source: IDC, 2003

EDS EAI Services

"Clients are increasingly demanding that service firms partner with them to provide comprehensive EAI services that integrate and optimize their IT systems and allow for a holistic view across the enterprise."

EDS' strong technical skills, innovative service delivery model, robust methodologies, and global capabilities have positioned it to be a leader in this market space."

Stephanie Torto, Market Analyst, IDC

January 30, 2003

Focus

- Harness business processes, applications, and data across the virtual enterprise to improve total information visibility, dramatically reduce transaction costs, and maximize return on IT investment

Strategic Alliances

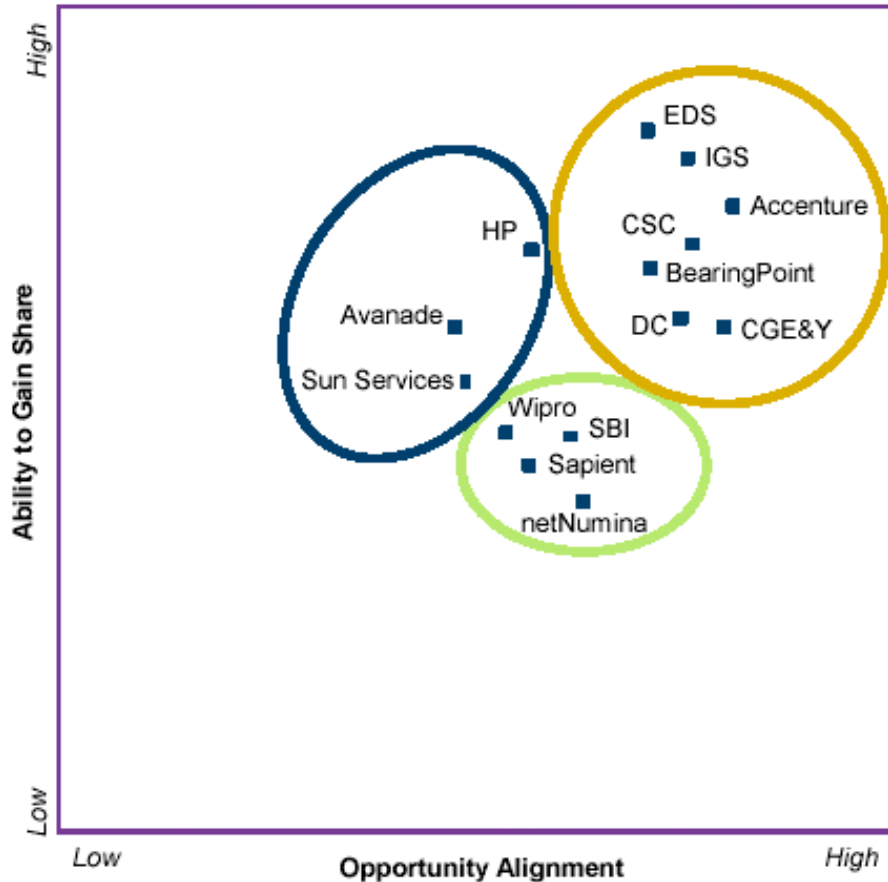
- WebMethods
- SeeBeyond
- Tibco
- Microsoft

Capability

- 10,000+ industry focused consultants
- 2000 integration consultants skilled in deploying complex integration solutions with proven experience in 17 products across 15 platforms, & a 10-year track record of successful integration projects

EDS Integration Services: Web Services Market Leadership

Web Services Providers



Source: IDC, 2003

FOR IMMEDIATE RELEASE WEDNESDAY, MARCH 26, 2003

EDS Tapped by IDC as Global Web Services Leader

2003 Worldwide Web Services Competitive Analysis Ranks **EDS #1** in Ability to Gain Share; Lists EDS in IDC's "Comprehensive" Category of Global Web Services providers

❖❖ Recommendations

- Align IT strategies with Business Strategies and extend the alignment to create the transition plan and roadmap
- Enterprise Services Consolidation requires staged sequence of implementation/Consolidation of IT services
- Use a hybrid combination of various integration strategies, application topologies and design patterns
- Enterprise Integration Architecture, Methodology and Governance models must be agile enough to adapt to the changing business conditions
- Manage the enterprise services consolidation effort through a central Integration Competency Center and not through application-centric teams



EAI Services...*the foundation for business agility and flexibility*

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